

2, 4, 5, 14 and 23-26 and requests that the rejection of these claims be withdrawn as moot.

Applicant respectfully traverses the rejection as applied to the remainder of the claims.

Applicant has amended independent claims 1, 12, 16 and 23 to specifically recite (in claim 1 for example) that an amount of money to be remitted to the manufacturer is based upon an information content use by a user, considering at least the charge collected at the information provision management terminal device based upon provision of information contents. The other independent claims include similar limitations. Thus, in accordance with these amendments, it is recited that payment to the apparatus manufacturer be based at least in part upon services selected and paid for by a user, the services comprising information contents. In this manner, an apparatus manufacturer is not compensated only based upon the sale of a device, but rather receives a certain amount of money based on sale of the device, and receives additional money based upon information content purchased by the purchaser of the apparatus. As is set forth in the specification of the pending application, the initial cost to the user of the receiving apparatus can be reduced, thereby increasing distribution of these apparatuses. Further, the apparatus manufacturer can recoup the discount provided to the purchaser based upon a royalty received in accordance with information services purchased by the user. This procedure provides an incentive for an apparatus manufacturer in that additional apparatuses will be purchased, and that upon signing up and purchasing various information content, the apparatus manufacturer will be compensated accordingly.

None of the portions of the reference relied upon by the Examiner depicts such an arrangement, and in particular a continuing involvement between the apparatus manufacturer and the information service provider whereby an apparatus manufacturer is paid in accordance with information service sales. Indeed, the reference relied upon by the Examiner allows for a free

hardware upon purchase of an information package. However, there is no disclosure regarding payment of the manufacturer based upon the purchased information contents. Applicant therefore respectfully requests that the rejection of claims 1, 12, 16 and 23 under 35 U.S.C. §102(e) be withdrawn.

Furthermore, claims 6-11, 13-15 and 17-22 are allowable as depending from one of the independent claims noted above. These claims are therefore allowable as depending from an allowable independent claim. Additionally, these claims are allowable as presenting an independently patentable combination in and of their own right. For example, claim 2 specifically recites that the sales price of an information processing apparatus is set in accordance with a charge for information contents collected from a user. As is recited in claim 2, in accordance with “an amount of money for the charge collected from said user” refers back to the charge collected in accordance with the provision of information contents to the user. Therefore, the amount that the apparatus manufacturer is compensated for provision of an information processing apparatus is based at least in part upon an amount of information content purchased by the apparatus purchaser. The references relied upon by the Examiner similarly fail to depict this feature. Applicant therefore respectfully requests that the rejection of claims 6-11, 13-15 and 17-22 under 35 U.S.C. §102(e) similarly be withdrawn.

Applicant further presents new claims 27-33. These claims include limitations similar to those noted above. Applicant therefore submits that it would be improper to reject these claims over the prior art of record in this case.

### **CONCLUSION**

Applicant has made a diligent effort to place claims 1, 6-22 and 27-33 in condition for allowance, and notice to this effect is earnestly solicited. If the Examiner is unable

to issue a Notice of Allowance regarding these claims, the Examiner is requested to contact the undersigned attorney in order to discuss any further outstanding issues.

Early and favorable consideration are respectfully requested.

Respectfully submitted,

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**ATTACHMENT**

**VERSION WITH MARKINGS SHOWING CHANGES MADE**

**IN THE CLAIMS:**

Please cancel claims 2, 4, 5, 14 and 23-26.

Claims 1, 3, 6-12, 15 and 16 have been amended as follows.

1. (Amended) A sales activity management system for selling an information processing apparatus from an apparatus manufacturer to a user, and selling [available] information contents available at the information processing apparatus from an information provider to the user, said activity management system [characterized by] comprising:

[an apparatus manufacture management terminal device for managing manufacture of said information processing apparatus, and managing a sales price of said apparatus manufacturer;]

an information provision management terminal device [managed as to provide a user with, available information contents at said information processing apparatus, and to collect a charge] for collecting use information on information contents provided to a user available at said information processing apparatus; and

a sales activity management apparatus for setting an amount of money to be remitted to said [manufacture] apparatus manufacturer based upon said use [according to charge] information inputted from said information provision terminal device.

3. (Amended) A sales activity management [system] apparatus as claimed in claim [1] 12, characterized in that a license agreement is made with respect to sales of [an]

said information processing apparatus and information contents between said apparatus manufacturer and information provider.

6. (Amended) A sales activity management system as claimed in claim [1] 31, characterized in that a license agreement is made with respect to sales of the essential parts, information processing apparatus and information contents among said part manufacturer, apparatus manufacturer, and information provider.

7. (Amended) A sales activity management system as claimed in claim [1] 29, characterized in that said information provider is a broadcasting service provider for providing charged information contents to said user, and collecting a reception charge from the user.

8. (Amended) A sales activity management system as claimed in claim [1] 29, characterized in that said information provider is a communication service provider that collects a base charge and an actual telephone call charge from the user.

9. (Amended) A sales activity management system as claimed in claim [1] 29, characterized in that said information provider is an information medium sales provider that provides an information medium having information contents recorded therein to said user, and collects a payment of a product from the user.

10. (Amended) A sales activity management system as claimed in claim [1] 31, characterized in that said apparatus manufacture management terminal device, information provision management terminal device and sales activity management apparatus are connected to each other by communication means, integrally managing delivery information concerning the number of deliveries for said essential parts, sales information concerning the sales quantity of said information processing apparatus and use information concerning a use quantity of said information contents.

11. (Amended) A sales activity management system as claimed in claim [10] 29, characterized in that Internet, telephone lines, satellite lines or dedicated communication line is used for said communication means.

12. (Amended) A sales activity management apparatus for managing businesses for selling an information processing apparatus from an apparatus manufacturer to a user, and selling available information contents at the information processing apparatus from an information provider to the user, said apparatus [characterized by] comprising:

input means for inputting [sales information concerning sales quantity of said information processing apparatus and] from a content provision terminal device, use information on said information contents provided to a user available at said information processing apparatus; [and]

storage means for storing [the sales information on information processing apparatus and] use information on said information contents that have been inputted by said input means; and

management control means for setting an amount of money remitted to said apparatus manufacturer [according to said sales information and said use information that have been stored in said storage means] , based upon said use information that has been stored in said storage means.

15. (Amended) A sales activity management apparatus as claimed in claim [14] 12, characterized in that said management control means sets the sales price of said essential parts according to an amount of money for the charge collected from said user.

16. (Amended) A sales activity management method for selling an information processing apparatus from an apparatus manufacturer to a user, and selling [available] information contents available at the information processing apparatus from the information provider to the user, [characterized by] comprising the steps of:

[making a license agreement in advance with respect to sales of said information processing apparatus and information contents between said apparatus manufacturer and information provider;]

managing manufacture of said information processing apparatus, and selling said information processing apparatus to a user at the sales price of said apparatus manufacturer;

providing available information contents at said information processing apparatus, and then, collecting a charge based upon use information on said contents provided to a user available at said information processing apparatus; and

setting an amount of money to be remitted to said apparatus manufacturer [according to an amount of money for the charge collected from said user].

Claims 27-33 have been added as follows:

27. (New) A sales activity management system according to claim 1, further comprising:

an apparatus manufacture management terminal device for accepting sales information on said information processing apparatus, and

wherein a sales activity management apparatus sets an amount of money to be remitted to said apparatus manufacturer based upon said sales information inputted from said apparatus manufacture management terminal device.

28. (New) A sales activity management system according to claim 1, further comprising:

a part manufacture management terminal device for accepting part delivery information on parts of said information processing apparatus, and

wherein a sales activity management apparatus sets an amount of money to be remitted to said part manufacturer based upon said part delivery information inputted from said part manufacture management terminal device.

29. (New) A sales activity management apparatus according to claim 12, wherein said input means inputs sales information concerning sales quantity of said information processing apparatus from an apparatus manufacture management terminal device;



said storage means stores the sales information on information processing apparatus; and  
said management control means sets an amount of money to be remitted to said apparatus manufacturer based upon said sales information.

30. (New) A sales activity management apparatus according to claim 12,  
wherein essential parts of said information processing apparatus are manufactured by a part manufacturer;

said input means inputs part delivery information concerning part delivery quantity of said information processing apparatus, from a part manufacture management terminal device;

said storage means stores said part delivery information on information processing apparatus; and

said management control means set an amount of money to be remitted to said part manufacture based upon said part delivery information.

31. (New) A sales activity management apparatus according to claim 12,  
wherein said use information is comprised of at least the information of charge or sales for information contents provided to a user available at said information processing apparatus.

32. (New) A sales activity management apparatus according to claim 12,  
wherein said management control means sets an amount of money to be remitted to said

apparatus manufacture based upon a payment limit according to said use information and said sales information.

33. (New) A sales activity management apparatus according to claim 12,  
wherein said management control means does not set an amount of money to be remitted to said  
apparatus manufacture until a charge for said information contents is collected.